



**Broker
University**



Broker University is proudly brought to you by the
ARIZONA ASSOCIATION OF REALTORS®

September 16-18

Location:

Live Streamed via Zoom

Price:

\$25 (Single Classes) by

9/12/2020

\$55 (For all three)

No refunds after:

9/6/2020

C/E:

Provided By AAR

Instructor:

Laura Kovacs



Laura is currently the Assistant Executive Officer and Director of Education for the Scottsdale Area Association of REALTORS®. Previously she was with the Arizona REALTORS® as a Curriculum Specialist and Trainer and Director of Professional Development for HomeSmart. She is a Broker and has been a REALTOR® since 1976.

Advanced Broker Management Clinics

September 16 2020 | 1pm-4pm (Must be logged in by 12:30)

Advanced BMC #1: Statutes & Rules

3-Commissioner's Standards

Review Arizona Revised Statutes and Commissioner's Rules that build the foundation for the management of the brokerage and licensees; review case studies and discuss current supervisory challenges, including disclosure, property management, fix & flips, data security, advertising, unlicensed assistants, teams and social media; "common" problems and the rules of record keeping and trust account management, broker absence and vicarious liability. Discuss best practices and the outcome of failure to supervise.

September 17 2020 | 1pm-4pm (Must be logged in by 12:30)

Advanced BMC #2: Broker Policies

3-Commissioner's Standards

Review the ADRE rules, requirements and expectations for a Broker that must fulfill the need for a policy and procedure manual. What primary categories required? Identify the top 25 categories that need to be addressed in a policy and procedure manual. Research resources and find information about each category and analyze the best way to address and apply it for their company to improve best practices and day to day activities of licensees.

September 18 2020 | 1pm-4pm (Must be logged in by 12:30)

Advanced BMC #3: Supervision

3-Commissioner's Standards

Review the process of an audit, record keeping and prohibited acts by brokers and licensees. What can happen if a broker doesn't establish and follow a standard of care? What activities cause risk and what are the legal and ethical obligations to the department, the public and the licensees? Evaluate a series of risk management and legal case studies - what is fair and ethical?

Register Today!

<https://www.aaronline.com/event/e/BMC09162020>



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